



SEC Mail Processing Section

FEB 272008

SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

**FORM X-17A-5** 

Washington, DC

ANNUAL AUDITED REPORT PART III

#### **OMB APPROVAL**

OMB Number: 3235-0123 Expires: February 28, 2010 Estimated average burden hours per response...12.00

SEC FILE NUMBER

8-67515

#### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT F	OR THE PERIOD BEGIN	NNING 01/01	'07 AND	ENDING	12/31/07
		MM/DD			MM/DD/YY
	A	. REGISTRANT IN	DENTIFICATION		
NAME OF E	BROKER-DEALER: PIN	NACLE INVESTM	ENTS, LLC	Į	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)				FIRM I.D. NO.	
57	10 COMMONS PARK				
		(No. and Street)			
EA		NEW YORK	1305		
	(City)	(State)		(Zip Code)	
NAME AND	TELEPHONE NUMBER	OF PERSON TO CONT	ACT IN REGARD TO	O THIS REPORT	Γ
GF	REGG A. KIDD, PRES	SIDENT	(315	) 251-1101	
			(Area	Code - Telephon	e Number)
	]	B. ACCOUNTANT I	DENTIFICATION		
INDEPEND	ENT PUBLIC ACCOUNTA	NT whose opinion is co	ntained in this Report	*	
F۷	ANS AND BENNET	r. LLP			
	Alto Alto Deliter		ual, state last, first, m	iddle name)	
13	5 DEWITT STREET	SYRACUSE	NEW YOR	K 13203	
•	ldress)	(City)	(State)	(Zip Code)	PROCESSE
CHECK OF	NE:			•	MAD 4 4 0000
図	Certified Public Accountage	nt		H	MAR 1 1 2008
0	Public Accountant Accountant not resident in	United States or any of	its possessions	$\mathcal{I}$	THOMSON FINANCIAL
		FOR OFFICIA	L USE ONLY		
1 Claires for a	the requirement			f an independent p	

Potential persons who are to respond to the collection of information contained in SEC 1410 (06-02) this form are not required to respond unless the form displays a currently valid OMB control number.

must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

## **OATH OR AFFIRMATION**

and	i sup	g A. Kidd, swear (or affirm) that to the best of my knowledge and belief, the accompanying financial statements porting schedules pertaining to the firm of Pinnacle Investments, LLC, as of December 31, 2007, are true ect. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer, or director has prietary interest in any account classified solely as that of a customer, except as follows:
	•	N/A
		Gregof Kidd
		√/ Signature
		. <u>President</u> Title
S	0	alan Mara. H
7		Notary Public
Thi	s repo	ELIZABETH M NICOLETTI Notary Public - State of New York Int ** contains (check all applicable boxes):  NO. 01Ni6158231 Qualified in Onondage County
×	(a)	Facing page. My Commission Expires 22600
Ø	(b)	Statement of Financial Condition.
×	(c)	Statement of Income (Loss).
×	(d)	Statement of Cash Flows.
X	(e)	Statement of Changes in Equity.
×	<b>(f)</b>	Statement of Changes in Liabilities Subordinated to Claims of Creditors.
×	(g)	Computation of Net Capital for brokers and dealers Pursuant to Rule 15c3-1.
×	(h)	Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
	(i)	Information Relating to the Possession or control Requirements Under Rule 15c3-3.
囱	(j)	A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1.
Œ	(k)	A Reconciliation between the audited and unaudited Statement of Financial Condition.
Œ	(1)	An Oath or Affirmation.
O	(m)	A copy of the SIPC Supplemental Report.
×	(n)	A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.
Ø	(0)	Independent auditors' report on internal accounting control.
**		- 44 of a self-dential transfer and of contain nortions of this filling, one continue 240 179,5(e)(3)

# PINNACLE INVESTMENTS, LLC EAST SYRACUSE, NEW YORK AUDITED STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2007

# CONTENTS

	Pages
INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS:	
Statement of Financial Condition	2
Notes to Financial Statements	3 - 8

Evans and Bennett, LLP

CERTIFIED PUBLIC ACCOUNTANTS
135 DEWITT STREET
SYRACUSE, N.Y. 13203
(315) 474-3986
FAX # (315) 474-0716

SEC Mail Processing Section

FEB 27 2008

Washington, DC 101

#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Member Pinnacle Investments, LLC East Syracuse, New York

We have audited the accompanying statement of financial condition of Pinnacle Investments, LLC (the Company) as of December 31, 2007. This combined financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the combined financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our

In our opinion, the accompanying statement of financial condition presents fairly, in all material respects, the financial position of Pinnacle Investments, LLC as of December 31, 2007, in conformity with U.S. generally accepted accounting principles.

Continued Binnett, LLP
Certified Public Accountants

Syracuse, New York February 20, 2008

# STATEMENT OF FINANCIAL CONDITION

# **DECEMBER 31, 2007**

## **ASSETS**

Cash and cash equivalents Cash deposited with clearing organization Marketable securities - at market value Receivable from broker-dealers and clearing organization Prepaid expenses Property and equipment - net Advances to officers	\$ 124,812 35,000 8,077 69,084 12,871 15,202 40,880
Cash surrender value - life insurance - net	4,468_
Total assets	\$ 310,394

## LIABILITIES AND MEMBER'S EQUITY

Liabilities: Accrued expenses and other liabilities	\$ 115,626
Total liabilities	115,626
Member's equity	194,768_
Total liabilities and equity	\$ 310,394

A copy of the Statement of Financial Condition of the December 31, 2007 audited report of the firm pursuant to rule 17a-5 is available for examination at the principal office of the firm at East Syracuse, New York and at the regional (New York City) office of the Commission for the region in which the firm has its principal place of business.

#### NOTES TO FINANCIAL STATEMENTS

**DECEMBER 31, 2007** 

## Note 1. Organization and Nature of Business

Pinnacle Investments, LLC (the Company) is a broker-dealer, registered with the Securities and Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority (FINRA). The Company is a New York registered Limited Liability Company, and as a wholly owned subsidiary of Pinnacle Holding Company, LLC (Parent), it files a consolidated return. As a Limited Liability Company, members are not personally liable for the debts, liabilities, contracts or any other obligations of the Company unless specifically provided.

Pinnacle Investments, LLC (the Company) is an introducing broker-dealer primarily engaged in brokerage and investment advisory services in the Central New York area. The Company uses National Financial Services Corporation (NFSC) to carry customer accounts and clear

## Note 2. Summary of Significant Accounting Policies

## Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Cash - Concentration of Credit Risk

The Company has balances with a financial institution, which are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$100,000. Cash balances are also maintained with investment companies that are not insured by the FDIC.

#### NOTES TO FINANCIAL STATEMENTS

**DECEMBER 31, 2007** 

## Note 2. Summary of Significant Accounting Policies (continued)

## Cash and Cash Equivalents

For purposes of the statement of cash flows, the Company considers all money market funds to be cash equivalents.

## Securities Transactions

Proprietary securities transactions in regular-way trades are recorded on the trade date, as if they had settled. Profit and loss arising from all securities transactions entered into for the account and risk of the Company are recorded on a trade date basis. Customers' securities transactions are reported on a settlement date basis with related commission income and expenses reported on a trade date basis.

#### Marketable Securities

Marketable securities in the Company's investment account (available for sale) are valued at market value, fair value or bid price, whichever is most clearly determinable for financial statement purposes. For tax purposes, any unrealized gain or loss recognized on the investment account is removed from the calculation of taxable income. The aggregate value of marketable securities presented is above their cost by approximately \$6,327.

## Property, Equipment and Depreciation

Property and equipment are recorded at cost. Renewals and betterments of property are accounted for as additions to asset accounts. Repairs and maintenance charges are expensed as incurred. Depreciation is computed using the straight-line method for financial reporting and accelerated methods for income tax purposes over their estimated useful lives ranging from 5 to 7 years. When items of property and equipment are sold or retired, the related cost and accumulated depreciation are removed from the accounts and any gain or loss is included in

#### Commission Income

Trading commissions and related clearing expenses are recorded on a trade-date basis as transactions occur.

### NOTES TO FINANCIAL STATEMENTS

**DECEMBER 31, 2007** 

## Note 2. Summary of Significant Accounting Policies (continued)

#### Compensated Absences

The Company has not accrued for compensated absences. The Company recognizes the compensation expense when it is paid to the employees.

## Note 3. Cash Deposited with Clearing Organization

The Company is required by NFSC to maintain an escrow account in the amount of \$35,000, which is deposited in an account at NFSC. If the agreement between the Company and NFSC is terminated for any reason, NFSC may deduct from the escrow account any amounts the Company owes NFSC due to failure to meet any of its obligations under the agreement.

#### Note 4. Marketable Securities

Cost and fair market value of marketable securities at December 31, 2007 are as follows:

	Cost	Gross Unrealized Gains	Market Value
Available for sale mutual funds and equity securities	\$ 1,750	\$ 6,327	\$ 8,077

#### Note 5. Commissions Receivable and Concentrations of Credit Risk

As a securities broker-dealer, the Company is engaged in various securities trading and brokerage activities servicing a diverse group of corporate, institutional and individual investors. The Company's exposure to credit risk associated with the nonperformance by these customers and NFSC in fulfilling their contractual obligations pursuant to securities transactions, can be directly impacted by volatile securities markets, credit markets and regulatory changes. Credit risk is the amount of accounting loss the Company would incur if a counter-party failed to perform its obligations under contractual terms and collateral held, if any, was deemed insufficient.

#### NOTES TO FINANCIAL STATEMENTS

**DECEMBER 31, 2007** 

## Note 5. Commissions Receivable and Concentrations of Credit Risk (continued)

The Company's customer securities activities are transacted on either a cash or margin basis. In margin transactions, NFSC extends credit to the customer subject to various regulatory and internal margin requirements, collateralized by cash and securities in the customer's account. The Company is responsible for the failure of a customer to comply with the terms of its margin agreement with NFSC. The Company is also responsible for monitoring required margin levels and collecting additional margin deposits when necessary to comply with regulatory and NFSC's internal margin requirements.

When a transaction is carried out on a cash basis, the Company is responsible for the failure of a customer to deliver securities sold, to make payments for securities purchased. The Company collects information when an account is opened that it deems sufficient to show that a customer can satisfy its obligations. The Company uses the direct write-off method in recognizing bad debt. There was no bad debt expense incurred during the year ended December 31, 2007.

## Note 6. Property and Equipment - Net

A schedule of property and equipment at December 31, 2007 is as follows:

Furnishings	\$ 16,109
Office equipment	88,789_
Total	104,898
Accumulated depreciation	(89,696)
Property and equipment - net	\$ 15,202

Depreciation expense was \$5,506 for the year ended December 31, 2007.

#### Note 7. Advances to Officers

Advances to officers consist of loans made to officers payable in ten equal payments commencing on the anniversary date of the note. In the event that the borrower resigns as an employee of the Company or is terminated for any reason, the balance of the loan will become immediately due and payable, together with interest accruing from the date of the note calculated at the Federal short-term rate. If the borrower is employed as a full-time employee of the Company on the date each annual payment is due, the payment and related interest due will be forgiven. The balance of these loans at December 31, 2007 was \$40,880.

## Note 8. Cash Surrender Value-Life Insurance - Net

Cash surrender value-life insurance is reflected net of a loan at 7.4%. The balance of this loan was \$12,238 at December 31, 2007.

#### NOTES TO FINANCIAL STATEMENTS

**DECEMBER 31, 2007** 

#### Note 9. Commitments and Contingencies

## Commitments

The Company leases its office equipment and vehicles under agreements accounted for as operating leases. Rent expense was \$34,963 for the year ended December 31, 2007. Future annual lease commitments are as follows:

2008	\$	37,042
2009		25,223
2010		10,790
Thereafter		1,798
	<del></del>	
Total	_\$_	74,853

The Company is currently on a month-to-month lease with their landlord requiring monthly payments of \$9,345 which will continue until a decision is reached regarding their new location. Rent expense for the facility was \$109,237 for the year ended December 31, 2007.

## **Contingencies**

The Company and certain related parties are involved in an arbitration proceeding before FINRA involving a claim seeking damages and fees with respect to customer, personnel and registered representative files. Based on the advice of counsel, it is management's opinion that a probable outcome cannot be determined at this time.

## Note 10. Margin Account Borrowings

The Company has a margin account with National Financial Services, LLC secured by investment securities. There were no borrowings on the account at December 31, 2007.

#### Note 11. Retirement Plan

The Company has a defined contribution profit sharing plan (the Plan) which contains employee contribution provisions under Section 401(k) of the Internal Revenue Code. The Plan covers all eligible employees. The Plan requires the employee to complete one year of service and attain the age of 21. Under the provisions of the Plan, each participant may contribute up to the maximum amount allowed under Section 401(k) of the Internal Revenue Code. The employer matching is discretionary under the 401(k) provision and determined annually by the Directors. In addition, the Company can make additional contributions to the profit sharing trust fund annually at the discretion of the Directors. The Directors elected to make no profit sharing contribution for the year ended December 31, 2007. Company matching contributions for 2007

#### NOTES TO FINANCIAL STATEMENTS

**DECEMBER 31, 2007** 

#### **Note 12. Income Taxes**

Pinnacle Investments, LLC is a single member limited liability company and is considered a disregarded entity for income tax purposes as it files a consolidated return with Pinnacle Holding Company, LLC (Parent). Under these elections, the income is generally taxed directly to the member.

## Note 13. Net Capital Requirements

As a registered broker-dealer, the Company is subject to the requirements of rule 15c3-1 ("The Net Capital Rule") under the Securities and Exchange Act of 1934. The basic concept of the rule is liquidity, its object being to require a broker-dealer to have, at all times, sufficient liquid assets to cover its current indebtedness. Specifically, the rule prohibits a broker-dealer from permitting its "aggregate indebtedness" from exceeding fifteen times (eight times during this first year of operations) its "net capital" as those terms are defined and the rule also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1. On December 31, 2007, the Company's aggregate indebtedness and net capital were \$116,048 and \$108,518, respectively, a ratio of 1.07 to 1 and net capital exceeded the minimum capital requirement of \$14,506 by \$94,012.

#### Note 14. Related Party Transactions

For the year ended December 31, 2007, the Company received \$108,164 in revenue from entities related through common ownership.

